

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY JIDDA PRIORITY

UNCLAS STATE 124269

E.O. 11652: NA

TAGS: BEXP, SA

SUBJECT: PRODUCT OPPORTUNITY - ELECTRIC GENERATORS

REF: A. STATE 120284; B. JIDDA 3381

1. SOLAR, AVCO LYCOMING AND CURTIS-WRIGHT SHOWN REFTEL A MFR. TURBINE GENERATORS. DIESEL GENERATORS ARE PRODUCED BY GENERAL MOTORS (GM) AND CATERPILLAR. GM HAS AVAILABLE NOW FOUR UNITS OF 1,000 KW EACH, 60 CYCLE, 480 VOLT WITH SWITC;GEAR AT PRICE OF 976,800 DOLLARS FOU LAGRANGE PLANT. COST OF SHIPMENT IS 22,400 DOLLARS INLAND FREIGHT AND 67,100 DOLLARS OCEAN FREIGHT TO DAMMAM. GM WILL HAVE AVAILABLE IN THREE WEEKS THREE PACKAGE UNITS OF 2,100 KW EACH, 50 CYCLE, AT 3.3 KV WITH SWITCH GEAR AT PRICE OF 1,351,680 DOLLARS OR 450,560 DOLLARS EACH FOB PLANT. COST OF SHIPPING EACH UNIT IS E8,000 DOLLARS INLAND AND 50,000 DOLLARS DAMMAM. CATERPILLAR SUGGESTS MR. AL-TASSAN CONTACT THEIR DEALER: ZAHID TRACTOR AND HEAVY MACHINERY CO., LTD. IN RIYADH, JIDDA OR DAMMAM.

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2. NEW DATA REPORTED REFTEL B. ALLOWS SOLAR TO BE RESPON-

SIVE TO 5MW OUTPUT REQUIREMENT FOR YAMAMA CEMENT PLANT
WITH TWO 2.5 MW TURBINE GENERATOR UNITS. APPROXIMATE

DELIVERY FOR 3.3 KV OR 5.5 KV UNITS COULD BE FOUR MONTHS
AFTER RECEIPT OF ORDER (ARO) BUT IF 6 KV IS REQUIRED,
DELIVERY WOULD TAKE SIX TO EIGHT MONTHS ARO DUE TO UNUSUAL
MFR. REQUIREMENTS. TURBINES TAKE 20 MONTHS TO PRODUCE BUT
SOLAR COULD CUT INTO CURRENT STANDING ORDERS TO GET BEST
DELIVERY TIME. ROBINSON

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